

# GOOD MANAGEMENT PROVIDES OPPORTUNITIES FOR THE 80's!

## STAYING AHEAD OF THE PACK

The competition for money, profit and success is fierce. Farming is no longer a game where average is profitable. Nor are high prices enough. Increased production by itself will not be enough.

As feed costs rise and exporters compete for a large share of U.S. production, one of the great opportunities for dairymen and livestock producers is the chance to control more of their own destiny by producing more of their own feedstuff. The stay-ahead farmer of tomorrow will be more self-sufficient. If nothing else, economics will demand it.



## YOUR BEST OPPORTUNITIES FOR THE 80's

1. **FEED COST CONTROL** - Quality, home-grown forages and grains, coupled with labor-saving automation, reduce energy needs.
2. **HIGHER PROFITS FOR GRAIN THROUGH LIVESTOCK** - Mounting transportation costs mean local livestock farmers have a natural market potential with less competition from outside areas.
3. **EXPAND UP, NOT OUT** - Land prices and cash rent will continue to increase. Preserving more tons of rich nutrients through modern HARVESTORE® Systems means more animals per acre than old-fashioned systems.
4. **BEAT THE AVERAGE** - Not only do you have to outperform the average manager, but you have to improve your market timing. Reducing costs by 5%-10% may spell the difference between profit or breaking even.
5. **THINK POSITIVE** — Positive thinking is contagious and it's the one single thing that will allow many farmers to prosper when others continue to find reasons why "It can't be done." With positive action your farm business will grow and so will your self-esteem.

**THE ONE BEST TIME IS NOW!**



**THE FUTURE BELONGS TO FARMERS WHO ARE WILLING TO MAKE THINGS HAPPEN INSTEAD OF WAITING FOR THEM TO HAPPEN.**

We, at Penn-Jersey HARVESTORE® Systems are proud that we have had a part in introducing thousands of top American farmers to the A.O. Smith HARVESTORE System. We pledge that we will continue to give you quality products, backed up with modern, technical information from our staff of dedicated, experienced specialists. Furthermore, we provide skilled service technicians to insure that your reliable equipment will function profitably and economically.

- ★ **MODERN HARVESTORE® STRUCTURES** oxygen limiting, bottom-unloading for processing home-grown forages and moist grains.
- ★ **AUTOMATION** processes, distributes and feeds livestock.
- ★ **SLURRYSTORE SYSTEMS** store, protect and deliver liquid slurry manure at peak fertilizer values at farmer's convenience.

**LET US SHOW YOU, WITH NO OBLIGATION ON YOUR PART TO BUY, WHY OUR SYSTEMS PROVIDE THE CONVENIENCE, LABOR SAVING AND PROFITABILITY THAT YOU NEED FOR THE 80's.**



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